

# CHILE: AUSTRALIA PAVILLION AT FIDAE 2018 EXHIBITION ON AEROSPACE, DEFENCE AND HOMELAND SECURITY APRIL 2018

## Seeking Expressions Of Interest

### ABOUT THE OPPORTUNITY:

Austrade Santiago would like to invite you to participate in FIDAE 2018 the prime Aerospace, Defence and Security exhibition in Latin America.

FIDAE is the meeting point of the key national and international private and public sector representatives and industry bodies of the Chilean and Latin American aerospace industries

FIDAE is organized by the Chilean Air Force with support of the Government of Chile. If you are considering doing business in Chile and Latin America, or already in market, FIDAE will enable you to gain insights into new opportunities, showcase your projects/solutions and build networks.

### MARKET OVERVIEW

Regarding the defense scenario, Chile's unusual geography – being over 6,000 km long and only 430 km wide at the widest point – means that it has a wide variety of climatic regions and some difficult operational environments. The country is also prone to natural disasters (earthquakes, tsunamis, volcanic eruptions, and lately massive forest fires)

The need to prepare air and sealift capabilities for humanitarian relief efforts, as following the 2010 strong earthquake, has motivated some procurements and constant improvements. Also the followed tsunami after that earthquake damaged many ships and significantly damaged the main towns at the coast line, demonstrating the need for better early warning technologies and a more effective response system to this type of natural disaster.

In addition to those natural disasters, the last two years the country has faced the largest forest fires in the history, being also some of the most destructive events worldwide. For that reason private and public organizations have resorted to international aid to control and make these fires stop, requiring better response strategies, technologies, training for personnel and air equipment to combat these fires.

Chile has 6,630 km of boarderland, shared with Peru, Bolivia and Argentina (the vast majority) with some unresolved territorial claims, most notably a maritime border demanded by Bolivia, that is currently being reviewed by the International Court of Justice.

Overall, Chile has a very low probability of becoming involved in a traditional military conflict in the foreseeable future and a negligible domestic terrorism threat.

As for the defense strategies of the country, Chile has significant natural resources, particularly copper, and having the specific Copper Law – in the process of being repealed likely – which has for decades allocated 10 percent of the export revenue of state-owned mining company Codelco, to the Ministry of Defence's procurement fund.

Therefore high copper prices at the beginning of this decade has contributed to significant procurement across all forces (army, navy, air force and uniformed police), and have given Chile the highest per capita spending on defense in the region constantly.

## IMPORTANT INFORMATION:

- **Date:** April 3 – 8, 2018
- **Opening hours:** 9 am to 5 pm
- **Exhibition space:** 15,000 sqm
- **Visitors:** 120,000 (FIDAE 2016)
- **Location:** Arturo Merino Benitez Airport, Santiago, Chile
- **Apply by:** August, 2017

## WHO SHOULD ATTEND?

- Companies or organizations related to the aerospace, defence and security market.
- Companies which are evaluating the markets in the following areas: Civil Aviation, Military Aviation and Defence Technology, Maintenance, Space Technology, Weapons, Armaments & Combat Control Systems, Airport Equipment & Services, Land Systems, Homeland Security, Organizations & Associations, Specialized Media, Leasing and Financial Services.

## WHY YOU SHOULD PARTICIPATE:

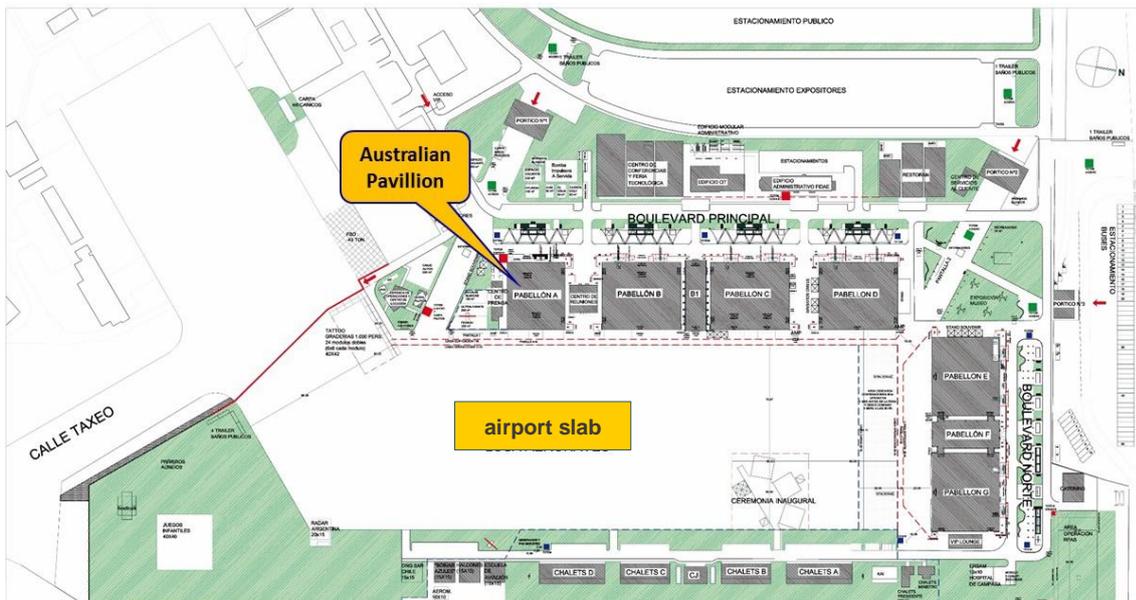
- With a track record of almost four decades and being fully consolidated as the foremost as Aerospace, Defence and Security business platform of Latin America, FIDAE is ranked a world-class fair and among the five major defence trade fairs worldwide.
- FIDAE is an effective business platform, and the only trade fair in Latin America where products and services of various aerospace related-industries are displayed in one place, to gain insights into business opportunities in LatAm markets.
- Exhibitors will get access to civil, military authorities, and VIP guests from the five continents, that will serve to expand, generate, and build relationships with potential customers and partners in the region.
- In 2016 FIDAE gathered 580 exhibiting companies, 60 participating countries, over 120,000 visitors and 1,200 registered journalists from 30 countries participated.
- To connect with other Australian companies already established, or getting established in Chile or LatAm to learn from their experiences in market.

- To receive on-the-ground assistance from Austrade: including, advice on how to successfully operate in the market, inclusion in networking events and tailored one-on-one meetings.

## HOW TO PARTICIPATE:

Austrade has reserved a space for the “Australian Pavilion” as shown below in the diagram (in Hall A) for Australian companies only.

### Venue Exhibition Area



## KEY AUSTRADE CONTACT REGARDING THIS EVENT:

Please contact the Austrade office in Santiago **by August 2017 to secure your space.**

**Alejandro Concha**, Business Development Manager, Santiago

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**E:** [alejandro.concha@austrade.gov.au](mailto:alejandro.concha@austrade.gov.au)

Visit: <http://www.fidae.cl/wp-fidae-en/> for more information about this tradeshow.

## IMPORTANT INFORMATION:

If you are considering this tradeshow, Austrade recommends that you consult 'Smartraveller', the Australian Government's travel advisory service, which is available at [www.smartraveller.gov.au](http://www.smartraveller.gov.au). Travel advice is updated regularly on this site.

Please note that Austrade will only work with clients that maintain appropriate business ethics, and demonstrate a commitment to legal obligations including anti-bribery laws, both in Australia and overseas markets. Review further information on anti-bribery at <http://www.austrade.gov.au/Exporters/About-exporting/Legal-issues/Bribery-of-foreign-public-officials>.

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## Expression of Interest Form

Please complete this form and return it to Alejandro Concha,  
Business Development Manager, Austrade Chile by **30 May 2017**  
([alejandro.concha@austrade.gov.au](mailto:alejandro.concha@austrade.gov.au)).

<b>Company</b>	
<b>ABN</b>	
<b>Website</b>	
<b>Contact</b>	
<b>Position</b>	
<b>Contact Email</b>	
<b>Phone</b>	

<b>Company Profile</b>

**Overview of strengths/expertise relevant to this mission**

**Additional information**

Please provide any relevant information pertaining to work already undertaken in Chile (if applicable), including local partners, research collaborations, etc.